

Upcoming Trade Events

March–October 2003

DATES	EVENT	LOCATION
March 5–8	Tau Expo 2003 Tau Expo is the most important trade show of this sector in Italy and in the Mediterranean area, and it is also one of the foremost environmental shows in the world. The last show attracted some 25,000 attendees. Exhibits include fields such as water treatment and purification, waste disposal, secondary material recycling, air purification, land reclamation, biotechnology, energy reuse, and renewable sources of energy.	Milan, Italy
March 12–19	CeBIT 2003 CeBIT has become the unchallenged international showcase for information and telecommunications technology. CeBIT 2001 not only set a new record of 8,093 exhibiting companies, but also had the highest number of foreign firms in attendance (3,095 from 60 nations) of any trade show in the world.	Hannover, Germany
March 13–14	Franchise India 2003 India is a huge and growing market for all types of goods and services. While a sizable proportion of the population still has limited purchasing power, there is an expanding middle class that is looking for international goods and services to fulfill its needs and changing lifestyle.	New Delhi, India
March 19–23	Worldbex 2003 Worldbex is an annual building and construction event that brings together global market leaders and industry movers in a comprehensive exhibition of building and construction products, services, and technology. It aims to boost building and construction business in the country.	Manila, Philippines
March 23–25	Expozoo 2003 This is the top show in Europe's largest market for pet products; France has more pets per capita than any other European country. The last show featured over 250 exhibitors representing more than 750 brands. The show confirmed its international reputation by attracting more than 16,000 pet trade professionals.	Paris, France
April 1–3	FIHT Comdex As part of the SETI, the "European IT Week," FIHT Comdex represents Europe's third-largest IT event after CeBIT and SMAU. We anticipate 1,500 exhibitors and 120,000 trade professionals. The show will feature the whole computer and peripherals industry.	Paris, France
April 1–3	Intersol 2003 Intersol 2003 is the first trade show and conference dedicated solely to contaminated soil and site remediation in Europe. Approximately 1,000 visitors from 30 countries are expected to attend this event.	Paris, France
April 9–12	Bologna Children's Book Fair The Bologna Children's Book Fair is the largest such event in the world. It features both books and multimedia materials. The U.S. Book Display, organized by the U.S. Commerce Department's Office of Consumer Goods, is designed to provide small publishers who do not wish to attend in person an opportunity to exhibit their products.	Bologna, Italy
April 15–17	Bangalore Bio 2003 This event will showcase the best products and services from leading companies in biotechnology. Eminent speakers will present a discussion on emerging trends, technologies, and research initiatives in biotech. This show will serve as a meeting point for investors, entrepreneurs, technologists, researchers, corporations, government, and the media.	Bangalore, India
May 15–17	Health Care Show This certified health care trade show has been held annually since 1996 and is exclusively for trade and professional visitors. It covers a broad range of products and services, including hospital equipment and supplies, electro-medical equipment, laboratory equipment, home care, and physiotherapy.	Kuala Lumpur, Malaysia
May 15–18	SecurityWorld 2003 SecurityWorld is an annual event comprised of local manufacturers and foreign suppliers in the security/safety industry. The exhibition includes security equipment, access control solutions, CCTV and surveillance, home security, building management, and technology related to the industry.	Seoul, South Korea
May 19–21	Hotel Show 2003 Hotel Show is an annual event. A trade-only attendance of over 3,500 targeted visitors from within the region visited last year. Most governments in the Middle East have identified tourism as a priority sector in their economic development and diversification strategies, giving rise to international chains wanting to own or manage properties within this region.	Dubai, United Arab Emirates

A full listing of upcoming trade events is available via <http://export.gov>.

INDUSTRY	CONTACT INFORMATION
Pollution Control/Water Resources Equipment	Nicoletta Postiglione Tel: +39-02-659-2260 E-mail: Nicoletta.Postiglione@mail.doc.gov
Information Services, Telecomm. Equip./Svcs.	Jennifer Harrington Tel: (202) 482-0595 E-mail: Jennifer.Harrington@mail.doc.gov
Franchising	Shantanu Mitra Tel: +91-11-331-6841 E-mail: Shantanu.Mitra@mail.doc.gov
Building Products	Bebe Montesines Tel: +632-888-6077 E-mail: Bebe.Montesines@mail.doc.gov
Pet Food and Supplies	Edward Kimmel Tel: (202) 482-3640 E-mail: Edward_Kimmel@ita.doc.gov
Computers, Software, Services, Telecomm. Eq.	Charles Defranchi Tel: +33-1-48-12-28-63 E-mail: Charles.Defranchi@mail.doc.gov
Lab Instruments, Pollution Control Eq., Water Resources Eq.	Everett Wakai Tel: +33-1-43-12-20-45 E-mail: Everett.Wakai@mail.doc.gov
Books and Periodicals	Edward Kimmel Tel: (202) 482-3640 E-mail: Edward_Kimmel@ita.doc.gov
Biotech, Drugs, Health Care Services	Leonard Roberts Tel: +91-80-2206401 E-mail: Leonard.Roberts@mail.doc.gov
Drugs/Pharmaceuticals, Medical Equip.	Natila Ahmad Tel: +60-3-2168-5101 E-mail: Natila.Ahmad@mail.doc.gov
Security/Safety Equipment	Greg O'Connor Tel: +82-2-397-4356 E-mail: Greg.O'Connor@mail.doc.gov
Architecture, Construction, and Engineering	Anne de Souza Tel: +971-4-311-6111 E-mail: Anne.deSouza@mail.doc.gov

HIGHLIGHTED EVENTS

ENVIRONMENTAL TECHNOLOGIES TRADE MISSION

**MARCH 5-8, 2003
MILAN, ITALY**

The U.S. Commercial Service will lead an environmental trade mission to Italy in March. In addition to receiving a personalized schedule of one-on-one appointments, mission members will participate in Tau Expo, one of the largest European environmental technology shows. This will include sectors such as air pollution, water/wastewater treatment, waste management, waste recycling, and soil remediation. A biannual event, Tau Expo attracted more than 500 exhibitors and 30,000 visitors in 2001.

Contact:
Yvonne Jackson
Tel: (202) 482-4756
E-mail: Yvonne.Jackson@mail.doc.gov

AUTOMOTIVE PARTS AND SERVICES MATCHMAKER

**MARCH 17-21, 2003
BUDAPEST, HUNGARY; WARSAW, POLAND;
BRATISLAVA, SLOVAKIA**

The Office of Export Promotion Services, U.S. Commerce Department, is organizing an automotive parts and services trade mission to Budapest and Warsaw, with an optional spin-off to Bratislava. This will target the U.S. automotive industry, including manufacturers of original equipment, aftermarket parts, composite materials, and electronic components. The focus of the trip will be to match U.S. companies with potential agents, distributors, representatives, licensees, and joint venture partners.

Contact:
Monica McFarlane
Tel: (202) 482-3364
E-mail: Monica.McFarlane@mail.doc.gov

TEXTILES TRADE MISSION

**MARCH 30-APRIL 7, 2003
GUATEMALA, HONDURAS, AND MEXICO**

The Office of Textiles and Apparel of the U.S. Department of Commerce will sponsor a textile trade mission to Mexico, Honduras, and Guatemala. U.S. companies selling apparel fabrics made from natural fibers and cotton blends of fibers and yarns in the better price and quality range are likely to have the best prospects. Mission participants will meet individually with buyers, apparel producers, and textile mills (and possibly agents and distributors) pre-selected and qualified by the U.S. Commercial Service.

Contact:
Andrew F. Gelfuso
Tel: (202) 482-2043
E-mail: Andrew_Gelfuso@ita.doc.gov

DATES	EVENT	LOCATION
May 19–23	Electronic Americas Electronic Americas is the largest event of its kind in South America for electronic components, assembly, and production. Electronic components is the best prospect for U.S. exports to Brazil. Participation in an event of this magnitude is an ideal venue for small and medium-sized U.S. companies to gain exposure or to expand their presence not only in the Brazilian market but also in the surrounding region.	Sao Paulo, Brazil
May 22–25	Total Construction Materials and Equip. Fair This is the only major building products trade show in the Osaka-Kobe region. The show is held every other year and attracts more than 40,000 visitors. This fair will provide an excellent opportunity for U.S. building products companies to expand their business in Japan.	Osaka, Japan
June 13–16	Exhibition on Environmental Technologies (ENVEX) ENVEX is the premier environmental exhibition in South Korea. As the South Korean government has placed more emphasis on the environment, Korean companies are looking for the latest environmental technologies. ENVEX will display products from all environmental sectors.	Seoul, South Korea
June 18–20	Natural Products Asia 2003 The product mix includes traditional Chinese medicine herbs, nutritional products, functional food products, and organic products. Very few of the natural products available in the United States are available in China, Taiwan, Hong Kong, Singapore, and Japan, primarily because U.S. companies have not yet had the opportunity to introduce their products and to establish relationships with Asian distributors.	Hong Kong
June 18–20	ISA Control Mexico 2003 The American Products Literature Center (APLC) at ISA Control Mexico 2003 offers small and medium-sized firms an opportunity to have their literature showcased at Mexico's largest trade show for process control and industrial instrumentation. The APLC is a cost-effective way to find agents and distributors in Mexico. Mexico is one of the largest importers of U.S. industrial instruments. The United States accounts for 85 percent of Mexico's imports of process controls and instrumentation.	Mexico City, Mexico
August 2–5	ISPO International Trade Fair Each year at the ISPO Summer in Munich, the sports equipment and fashion industry sets the tone for the following summer season. Exhibitors from over 40 countries present products for both summer and non-seasonal sports.	Munich, Germany
August 12–14	Security 2003 Security 2003 is the 17th Annual Conference and Exhibition of the Australian Security Industry Association. This important event attracts more than 4,000 visitors, including the Australian security industry's key decision makers, suppliers, and customers.	Sydney, Australia
September 6–9	Deco Contract Deco Contract, organized in conjunction with Decosit, was held for the first time in 2001. It is an international textile contract furnishing show.	Brussels, Belgium
September 8–12	ACE 2003 This a very important event for those involved in airline maintenance, engineering, and supply personnel, as well as for commercial, charter, and fixed-based operators. There will be conferences and seminars with sessions focused on current regulatory requirements and technical issues to improve safety, reliability, and productivity.	Montreal, Canada
September 9–12	AIMEX 2003 AIMEX is an international mining exhibition. AIMEX has been a major event in Australia since the 1970s and is recognized as one of the most important mining shows in the world. The show used to focus heavily on Australia. Australia is now considered to be a regional center of excellence in mining, and the show is being redefined with an emphasis on the Asia-Pacific region.	Sydney, Australia
October 16–21	EquipAuto 2003 EquipAuto is the world's most comprehensive exhibition for the automotive industry, covering new technologies in original equipment, spare parts, customer service, and garage equipment. There will be two specialized U.S. pavilions for which the Commercial Service in France will provide support. EquipAuto will offer workshops, conferences, and seminars to bring together engineers, managers, buyers, and sellers.	Paris, France

INDUSTRY

CONTACT INFORMATION

Electronic Products and Components	Marlene Ruffin Tel: (202) 482-0570 E-mail: Marlene_Ruffin@ita.doc.gov
Building Products	Charles Reese Tel: +81-6-6315-5954 E-mail: Charles.Reese@mail.doc.gov
Building Products, Biotech, Pollution Control Equip., Renewable Energy	Greg O'Connor Tel: +82-2-397-4130 E-mail: Greg.O'Connor@mail.doc.gov
Processed Foods, Processing and Packing Equip.	Barry Friedman Tel: +852-2521-5753 E-mail: Barry.Friedman@mail.doc.gov
Laboratory Instruments, Process Controls	Steven Harper Tel: (202) 482-2991 E-mail: Steven_Harper@ita.doc.gov
Sporting Goods and Recreational Equipment	Amanda Ayvaz Tel: (202) 482-0338 E-mail: Amanda_Ayvaz@ita.doc.gov
Security/Safety Equipment	Phil Keeling Tel: +61-2-9373-9209 E-mail: Phil.Keeling@mail.doc.gov
Textile Fabrics and Products	Brigitte de Stexhe Tel: +32-2-508-2454 E-mail: Brigitte.de.Stexhe@mail.doc.gov
Aircraft and Parts, Airport Ground Eq., Aviation Svcs.	Michele Parent Tel: (604) 473-9664 E-mail: Michele.Parent@mail.doc.gov
Air Conditioning, Electrical Power Systems, Mining Industry Eq.	Elizabeth Ausberry Tel: +61-2-9422-2511 E-mail: Elizabeth.Ausberry@mail.doc.gov
Automotive Parts, Service Equipment, Leasing, and Insurance	Cara Boulesteix Tel: +33-1-43-12-22-79 E-mail: Cara.Boulesteix@mail.doc.gov

ACE/INFRASTRUCTURE TRADE MISSION

APRIL 7-15, 2003

BEIJING AND SHANGHAI, CHINA; HONG KONG

The U.S. Commercial Service will lead a trade mission this spring to Beijing, Shanghai, and Hong Kong. The mission will include all sectors of the architecture, construction, and engineering/infrastructure industries and will focus on helping U.S. companies in these industries expand in the Chinese market.

Infrastructure investment is a key element in the Chinese government's economic development plan. A number of projects have been envisioned for the next five to 10 years, including light-rail systems, motorways, traffic control facilities, railways, and ports, as well as various sectors in the telecommunications, oil and gas, and coal industries. There is a great need for infrastructure development in order to prepare for the 2008 Olympic Games in Beijing. There are plans to expand the airport, build sports facilities, construct a large stadium, and improve the general infrastructure of the city. Thirty-seven sports venues will be used for the Olympics. Twenty-two of these sites will be newly constructed, and 15 will be renovated. As these projects are being designed and implemented, the Chinese are emphasizing environmentally conscious construction as well as protection of natural resources, especially the water supply.

Contact:

Sam Dhir

Tel: (202) 482-4756

E-mail: Sam.Dhir@mail.doc.gov

EXECUTIVE AEROSPACE TRADE MISSION

APRIL 27-MAY 6, 2003

AUSTRALIA AND NEW ZEALAND

The deputy assistant secretary of commerce for transportation and machinery will lead an aerospace trade mission this spring to Australia and New Zealand. The mission will include representatives from a variety of U.S. aerospace service and manufacturing firms interested in expanding in the lucrative aerospace markets in these countries. The Commerce Department delegation will include staff from the Office of Aerospace (of the International Trade Administration) and the Office of Trade and Strategic Industries (of the Bureau of Industry and Security).

Both Australia and New Zealand have fast-growing demand for U.S. aerospace products. The primary goals of the mission are to gain first-hand market information and provide access to key government officials and potential business partners for U.S. aerospace firms interested in civil and military markets. New opportunities for U.S. firms are arising with the expansion of new low-cost carriers in Australia, as well as the potential for a new airport in Sydney. New Zealand offers opportunities for U.S. firms, as the government there plans to develop a new air traffic control system and expand its national aero-agribusinesses.

Contact:

Sean McAlister

Tel: (202) 482-6239

E-mail: Sean_McAlister@ita.doc.gov